

## **Selection Statement For Configuration and Data Management (C&DM) Services**

**RFP 8-1-0-E4-C9392**

On August 3, 2001, I along with other senior officials of Marshall Space Flight Center (MSFC) met with the Source Evaluation Committee (SEC) appointed to evaluate proposals in connection with the Configuration and Data Management (C&DM) Services procurement.

### **I. Background**

The SEC members were appointed by the Director of the MSFC Procurement Office and included representation from the Engineering and Flight Projects Directorates, and the Procurement Office. To aid in the evaluation, the SEC appointed both a technical and business subcommittee from appropriate disciplines to provide assessments of proposal strengths and weaknesses. The SEC utilized information from the subcommittees and advisors in conjunction with the predetermined evaluation factors and subfactors in formulating its assessment of the strengths and weaknesses.

The RFP for the MSFC C&DM services was released on February 13, 2001. The RFP required contractors to provide mission services and individual delivery/individual quantity (IDIQ) effort related to configuration and data management. The RFP also stated that the effort would be performed under a performance-based, cost-plus-incentive-fee contract. The contract period of performance will consist of one base year and four one-year options. On April 2, 2001, proposals were received from the following firms:

Barrios Technology, Incorporated  
Informatics Corporation  
NW Systems, Incorporated  
Pace and Waite, Incorporated  
Research Development Services, LLC

This procurement was conducted in accordance with FAR 15.3. The RFP prescribed three categories of evaluation factors: mission suitability, cost, and past performance. Offerors were advised that mission suitability is the most important factor, the past performance and cost factors were equal in importance, and each is somewhat less important than the mission suitability factor, and all evaluation factors other than cost or price, when combined, were significantly more important than cost or price. Mission suitability was numerically scored (1000 points) and had four subfactors: technical and management approach (500), key personnel (200 points), staffing plan (250 points), and safety and health (50 points).

### **Pace and Waite, Incorporated**

In mission suitability, this FPR did not have any deficiencies or weaknesses. This FPR received an adjective rating of "excellent" in mission suitability. Under technical management approach, this FPR received an adjective rating of "excellent". Pace and Waite received 2 significant strengths and 18 strengths. The significant strengths included: an in-depth explanation of their approach and methods to be employed in fulfilling the C&DM PWS down to the lowest WBS. They also demonstrated a thorough understanding of various key processes and procedures including C&DM support to product line directorates, programs, and projects. Pace and Waite proposed an established team of subcontractors along with a rationale provided to support the selection of each member.

Under staffing plan, Pace and Waite received an adjective rating of "excellent". Pace and Waite received 2 significant strengths and 1 strength. The significant strengths included: staffing detailed to the lowest WBS level indicating thorough understanding of requirements. They demonstrated ability to recruit and retain a qualified workforce and demonstrated proactive recruitment through an employee bonus referral program. They offered a competitive compensation package that included a sound 401K plan, awards programs, and profit sharing for all employees.

Under key personnel, Pace and Waite received an adjective rating of "excellent". Pace and Waite received 2 significant strengths and no other strengths. These significant strengths concluded the following: Project Manager has strong credentials, more than 20 years of PM experience, and is committed to proposed position. The PM is a member of the Association of Configuration and Data Management. The Deputy Project Manager has strong credentials and is committed to proposed position. The DPM is an active member of two engineering honor societies. The DPM has extensive NASA/MSFC contract management experience, and has served as a Deputy PM.

Under safety and health, Pace and Waite received an adjective rating of "excellent". Pace and Waite received 1 significant strength and no other strengths. The significant strength stated the following: the Offeror proposes a comprehensive draft Safety and Health Plan, adhering to government and NASA policies and guidelines, and providing training, job hazard analysis, etc. The Offeror plans to be a member of the Contractor Safety Forum with the Project Manager on the Steering Committee. All personnel will be trained to Safety 2001 by start of contract. The Offeror will use their established GO-FOR-SAFETY award to recognize employees demonstrating safety awareness.

In past performance Pace and Waite received 3 significant strengths and 11 strengths resulting in an adjective rating of "excellent". The significant strengths recognized: the Configuration Management Services referenced contracts address relevant past performance for every PWS element. This experience indicates proven stability, technical expertise, and relevant past performance. PWI received 100% of fee available for each reporting period of the current MSFC C&DM contract; each contract year to date has experienced an underrun of the estimated costs; overhead rate has been continuously reduced and the G&A rate has been significantly reduced from 1997 to 2001. PWI received the "NASA's Woman Owned Small Business of the Year 2000"

### III. Evaluation of Final Proposal Revisions

As a result of final proposal revisions (FPRs), both offerors in the competitive range eliminated all of their weaknesses and increased their ratings in mission suitability. Except as noted in one case below, all strengths in the FPRs remained identical to the ones found in the initial proposals. The results of the FPR evaluations are summarized below.

#### **Barrios Technology, Incorporated**

In mission suitability, this FPR did not have any deficiencies or weaknesses. This FPR received an adjective rating of "excellent" in mission suitability. Under technical management approach, this FPR received an adjective rating of "excellent". Barrios received 1 significant strength and 7 strengths. The significant strength included, among other things, the following: multifaceted approaches to training, schedules for employee certification, and a commitment to training relevant to MSFC and contractor employees in C&DM principles.

Under staffing plan, Barrios received an adjective rating of "very good". Barrios received 1 significant strength and 2 strengths. The significant strength included the following: attractive fringe benefits and personnel policies such as employee development, tuition reimbursement, a 401K plan, a vacation incentive and distribution of a portion of Barrios' fee earned to their employees.

Under key personnel, Barrios received an adjective rating of "excellent". Barrios received 2 significant strengths and 3 strengths (one of which resulted during FPR evaluation). The significant strengths included: the CM Manager has 30 years of experience in CM, 26 of which have been in support of the NASA space programs, and extensive supervisory/management experience. The Principal Configuration/Data Management Specialist has extensive CM/DM experience, management experience, NDIA CM/DM 2000 certification, and is committed to the position.

Under safety and health, Barrios received an adjective rating of "excellent". Barrios received 1 significant strength and no other strengths. The significant strength included the following: the draft Safety and Health Plan is comprehensive with well defined roles and responsibilities of all personnel concerning safety, demonstrating understanding of Marshall's safety program. Emphasis includes employee involvement in MSFC community activities such as safety day, safety slogans, Marshall Star articles, etc.

In past performance Barrios received 2 significant strengths and 12 strengths resulting in an adjective rating of "excellent". The significant strengths recognized: excellent performance record validated by receipt of awards to include SBA Administrator's Award to Excellence in 1996 and 1997, JSC's Small Business Contractor of the Year in 1998, the George M. Low Award for Quality and Excellence in 1999, and a variety of Team Awards for performance at JSC. Over the past 21 years, Barrios executed and managed multi-million dollar cost-type contracts earning excellent award fee ratings.

In cost, Barrios had a most probable cost of \$35.4 million.

The proposals were analyzed for accuracy and compliance with Government requirements, and based upon the independent Government cost estimate (IGCE), a most probable cost was established. Past performance considered the performance of the prime and major subcontractors in efforts similar to the effort associated with this RFP, and the quality of relevant work performed in the past. Past performance was given an adjective rating without a numerical score.

## II. Disposition and Evaluation of Initial Proposals

NW Systems, Incorporated withdrew from this competition after an initial submission of a portion of its proposal. Then based upon a review of the remaining initial proposals received on April 2, 2001, Research Development Services, LLC's proposal was determined to be unacceptable. In accordance with NASA FAR Supplement 1815.305-70, it was determined that the Research Development Services proposal did not represent a reasonable initial effort to address the essential requirements of the RFP. Therefore the Research Development Services proposal was eliminated from consideration prior to commencement of the full evaluation process. The three remaining proposals (Barrios Technology, Incorporated, Informatics Corporation, and Pace and Waite, Incorporated) were determined to be acceptable. These proposals were evaluated consistent with the criteria identified in the RFP.

The initial evaluation findings of the SEC were presented to me, the Source Selection Authority (SSA), on June 18, 2001. I established a competitive range of the most highly rated proposals. The competitive range included Barrios Technology, Incorporated and Pace and Waite, Incorporated.

Informatics Corporation was not included in the competitive range because it did not have a reasonable chance of being selected for award. In the mission suitability factor, while Informatics' proposal received a "Good" rating, it contained one deficiency and numerous weaknesses. In the past performance factor, Informatics' proposal received a rating of "Good". Informatics' mission suitability and past performance factors ratings were lower than the proposals found to be within the competitive range. And finally, Informatics' proposed costs and most probable costs fell in the middle range of the proposals received.

The two firms included in the competitive range, Barrios and Pace and Waite, were advised of their status by letters dated June 19, 2001. Letters dated June 20, 2001, provided these offerors with weaknesses and requests for clarifications. In addition, the June 20 letters established July 3, 2001, as a due date for the receipt of written responses with July 10, 2001, as the date for oral discussions for Barrios and July 11, 2001, as the date for Pace and Waite's oral discussions. On July 13, 2001, Barrios and Pace and Waite were advised that the due date for final proposal revisions was July 23, 2001. Revisions were received on this date and were subsequently evaluated consistent with the criteria identified in the RFP.

award for sustained exemplary level of performance. Additionally, PWI personnel received over 50 awards of various kinds for the quality of service they provide.

In cost, Pace and Waite had a most probable cost of \$31.1 million.

#### IV. Decision

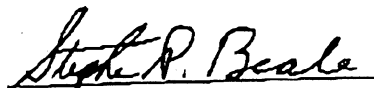
Immediately following the presentation I met in executive session with key senior advisors who had heard the presentation. Their views and guidance were solicited. With respect to the process and findings we concluded that the evaluation plan was adhered to and the findings were well documented and sound.

In the mission suitability factor we recognized that the SEC rated both of the proposals excellent at the conclusion of discussions and negotiations. Both proposers eliminated all of their weaknesses. We did note that Pace and Waite had a slight advantage in the mission suitability score. For example, it was considered significant that Pace and Waite offered an outstanding in-depth explanation of their approach for fulfilling the statement of work down to the lowest work breakdown structure. Furthermore, both the utilization of team leads and the configuration and data management support was focused to support each of the product line directorates, programs, and projects.

We next considered the cost factor. We noted that Pace and Waite's proposed cost and most probable cost was significantly lower than that of Barrios'. Pace and Waite was lower in cost in both the core work and the IDIQ effort. We noted that Barrios proposed a higher fee than Pace and Waite which added to their cost disadvantage. We noted that the SEC had a high confidence in the cost evaluations. We agreed with this assessment. We concluded from a cost standpoint, Pace and Waite did provide a clear advantage over Barrios with its lower cost, both as proposed and their evaluated most probable cost.

Finally, we considered the Past Performance Factor. We noted that the SEC had rated both Pace and Waite and Barrios as Excellent. Notwithstanding the same adjective rating, upon inquiry during the presentation it was the SEC's assessment that Pace and Waite did have a slight advantage over Barrios. We agreed with these overall assessments and upon review of the underlying supporting data determined that Pace and Waite had a slight advantage over Barrios. In particular, it was noted that Pace and Waite had relevant past performance for every performance work statement element along with receiving 100% of fee available for each of the reporting periods of the current configuration and data management contract.

Based on a slight advantage in mission suitability and past performance and a decided advantage in cost, I selected Pace and Waite for award of the Configuration and Data Management Services contract for the Marshall Space Flight Center.

  
Stephen P. Beale  
Director, Procurement Office

  
Date